

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 AID-05 L-03 H-02

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FM AMEMBASSY CAIRO

TO SECSTATE WASHDC PRIORITY 8768

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E.O. 11652: NA

TAGS: BEXP, EG, US

SUBJECT: CHEMTEX/DUPONT PROPOSAL

REF: A) CAIRO 12906; B) STATE 300754

1. HAVE TODAY RECEIVED COMMERCIAL TELEGRAM FROM WILLIAM MCCAWLEY OF DUPONT. CONTENTS INDICATED DEPARTMENT HAD ADVISED CHEMTEX/DUPONT OF EGYPTIAN POSITION THAT TECHNOLOGY OFFERED BY AMERICAN FIRMS IS INFERIOR DUE TO LACK OF SPUNDYES AND LOWPILLING FIBER TECHNOLOGY. MCCAWLEY STATES THIS IS INCORRECT AND THAT BOTH ITEMS INCLUDED IN THEIR OFFER. HE STRONGLY URGED THAT I REQUEST MEETING BETWEEN "HIGHEST EGYPTIAN OFFICIALS" AND CHEMTEX/DUPONT TECHNICAL PEOPLE TO GIVE FAIR HEARING. UNTIL SUCH MEETING ARRANGED, HE ASKS FOR MAXIMUM EFFORTS TO POSTPONE ANY DECISION. DUPONT'S PREFERENCE WOULD BE TO HAVE EGYPTIANS VISIT THEIR FACILITIES WHERE THEY COULD SEE TECHNOLOGY IN OPERATION, BUT THEY WOULD BE READY TO VISIT EGYPT.

2. IN MY LETTER TO MININD SHAHIN OF DEC 19, I INDICATED WILLINGNESS OF DUPONT TO SEND TECHNICAL TEAM OR TO RECEIVE AN EGYPTIAN TEAM
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IN THE US. I HAVE NEVER RECEIVED A REPLY TO

THAT LETTER, BUT WHEN DCM HAD DISCUSSION WITH SHAHIN YESTERDAY (REFTEL A) THE LATTER SHOWED NO REPEAT NO INTEREST IN DUPONT OFFER. SHAHIN MADE IT CLEAR DECISION ALREADY MADE TO AWARD CONTRACT TO FRENCH. WE HAVE A REPORT THAT CONTRACT NOW BEING DRAWN UP WITH FRENCH REPRESENTATIVES, AFTER WHICH ACTUAL SIGNING IS TO TAKE PLACE.

3. SINCE IT IS OBVIOUS THAT THERE IS NO POINT TO APPROACHING SHAHIN AGAIN, I CALLED PRIMIN SALEM'S OFFICE TO ASK A) IF HE WOULD AGREE TO MEET WITH A GROUP OF SENIOR CHEMTEX/DUPONT OFFICIALS AND TECHNICIANS TO HEAR THEIR COMMENTS ON THE COMPARATIVE TECHNOLOGIES INVOLVED AND B) IF HE WOULD CONSIDER POSTPONING ANY DECISION UNTIL SUCH A TALK HAD TAKEN PLACE. PRIMIN'S CHEF DE CABINET STATED SALEM HAD JUST RECEIVED A MEMORANDUM ON THE POLYESTER FIBER PROJECT FROM SHAHIN, BUT HAD NOT YET HAD A CHANCE TO CONSIDER IT. HE AGREED TO SUBMIT MY REQUEST TO THE PRIMIN ALONG WITH SHAHIN'S REPORT AND TO LET ME KNOW SALEM'S REACTION. ALTHOUGH REPLY PROMISED TODAY, NONE HAS YET BEEN RECEIVED. THIS IS NOT TOO SURPRISING, OF COURSE, SINCE PRIMIN CONCERNED WITH MANY OTHER PRESSING MATTERS AND MAY NOT YET HAVE BEEN ABLE STUDY SUBJECT.

4. COMMENT: I THINK WE HAVE PUSHED THIS AS FAR AS WE CAN WITHOUT OPENING OURSELVES TO CHARGES OF TRYING TO INTERFERE IN EGYPTIAN INTERNAL AFFAIRS, BUT THIS LAST EFFORT SEEMS WORTHWHILE. IF PRIMIN AGREES, CHEMTEX/DUPONT SHOULD BE PREPARED TO SEND OUT AT SHORT NOTICE A SENIOR TEAM TO DISUCSS THE MATTER WITH HIM. ANY REPRESENTATION TO PRIMIN MUST BE AT SENIOR, NOT SOLELY TECHNICAL LEVEL. REQUEST DEPARTMENT CONTACT CHEMTEX/DUPONT AND INFORM THEM THAT ABOVE ACTION TAKEN IN RESPONSE TO MCCAWLEY'S COMMERCIAL TELEGRAM. I PREFER TO HAVE THESE MATTERS HANDLED IN EXCHANGES WITH THE DEPARTMENT RATHER THAN SEND COMMERCIAL REPLIES.
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5. STATE 300754 JUST RECEIVED. BELIEVE ACTION REQUESTED THEREIN IS CONSISTENT WITH THAT WHICH I HAVE TAKEN. I DO NOT DOUBT, INCIDENTLLY, THAT GOE DECISION WAS LARGELY POLITICALLY MOTIVATED.
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